

PT DWI ANEKA JAYA KEMASINDO Tbk

With its 9001- 2008 specialize on Corrugated Carton and Offset Printing



Established since 1996 and currently known globally as one of the leading player in in the offset printing industry and corrugated packaging. They are the first Offset Printing Company Go Public in Indonesia this year.

With the Vision to become one of the market leader in offset printing and corrugated packaging in Indonesia, by providing high quality product, on time delivery, good services and creating value added to the customer. PT Dwi Aneka Jaya Kemasindo will provide the best service to all customers, adding value and improving the quality of product, and build excellent collaboration with the custome

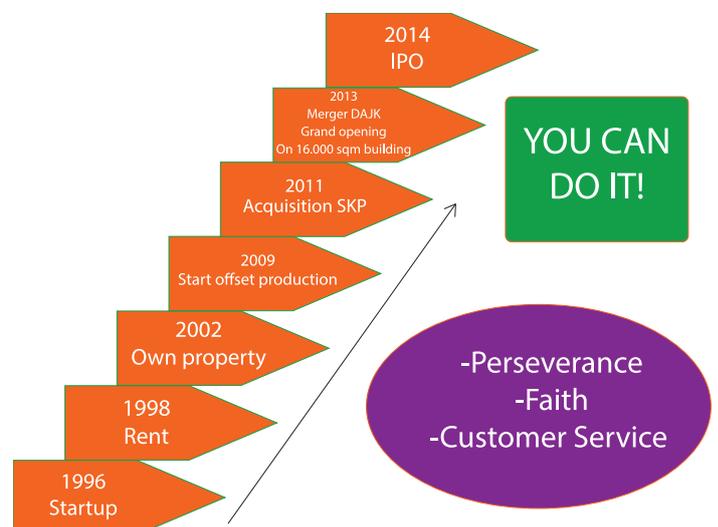


The Man Behind DAJK



Mr Andrea was born in Singkawang (Kalimantan Island). The brave young man move to Yogyakarta following his friend to enjoy study High School in this art and education city, He did all the

registration by himself with the blessing from the parent. Later on he proceed his study to University Indonesia in Jakarta majoring in Electrical Engineering. When I asked why he choose Electrical Engineering – He replied with his smile I was in IPA (Chemical, Match) so naturally to choose engineering (his father asked him the same and got the same answer like me).



With his natural instinct in Sales, since semester III in the University he had started his venture in Sales by become a Freelance Salesman for Encyclopedia up to the film for car window (something like Vcool). Then in 1992 finally he started his venture with Corrugated Boar by joining SKU as Sales Manager. 4 years later when he decided to start his new venture he was the GM of Sales by then.

Startup of **DAJK**

Dwi Aneka started in his living room with 2 employee only for pick up the phone and delivering the goods. The first investment just Rp 30 million. On the 2nd year Dwi Aneka managed to rent a 300 sqm warehouse and start in operation with few very simple equipment. 2 years afterward they rent a bigger place of 800 sqm. In this place they can afford to have 2 color printing machine, By 2002 they started to buy their own land of 2.500 sqm and have 3 colors Flexo Printer.

Folding Carton Venture

Dwi Aneka Jaya Kemasindo started their offset printing production in 2009 in with 5 colors Heidelberg CD – though they have started supplying the customer since 2005 by subcontracted to others. This only possible as the customer trust PT Dwi Aneka Jaya Kemasindo quality control. This Folding Carton facility was built in 7700 sqm land in Tangerang,

Mr Andreas share his secret o success

- Perseverance
- Faith
- Maintaining Customer Confidence

Acquisition

2011 they took over PT Super Kemas Pratama With their mangement, PT Super Kemas Pratama managed to double their turnover within a year. In 2013 PT Super Kemas Pratama merged with PT Dwi Aneka Jaya Kemasindo and housing a 23.000 sqm land as PT Dwi Aneka Jaya Kemasindo Plant 3.



Grand Opening

At the same year PT Dwi Aneka Jaya Kemasindo make their Official Opening of their Head Quater in a 11.000 sqm land with 16.000 building. By this time PT Dwi Aneka Jaya Kemasindo has contributed to serve 1,000 Indonesian population with a place to work (or giving liabilities to about 4.000 Indonesian population.

IPO

Mr Andreas need an assurance for the continuity of the company for the next generation. He believe one of the way is by going public. As once a company become a public company the company will have to be

managed by professional which will manage the company as well as possible.

THE NEXT

Packaging in Indonesia is still premature compare to Japan, Europe even compare to Thailand. In Indonesia consumers goods still has perception that packaging just to protect the product therefore the quality is just average not eyecatching enough. Most of the time the consumers goods just consider the cost and cost only,





corrugated site, they equipped with New Taiwan Corrugated Machine 2.2 m with max.speed:250 m/min, 5 Flexo Printer, 2 Auto Diecut, 2 Folder Gluer

In addition PT Dwi Aneka Jaya Kemasindo also has their own DESIGN & PREPRESS. Therefore the new venture would be to provide a packaging for the consumers products (Retail Ready). They will approach the retailer to provide their new mass products as well as they will educate the consumers the important of the hygiene packaging. This new approach will bring new dimension to the consumer packaging in Indonesia. Just like when the truck driver change from buying drink of ice tea in the plastic become in the plastic cup. More hyginne and easy to deliver, to carry, to store.



The Woman Behind

In the success of a man, always has a woman to smoothen his path. Make him comfortable at home, freedom to do what he has to do.

Mr Andreas and his soulmate had known each other since they were in the childhood in his hometown, Singkawang. When he was in the University, he heard that his soulmate also move to the same city. He immediately made his move to find her and 6 years later they were officially tied together and bless with ... children. He told me that his wife trust him totally and never slow him down.

But now is the moment that consumers goods start to realize to use packaging as a tools for promoting the product in the package. Ofcourse with the increase of the function, the quality of the image - the machineries as well has to be more sophiscated, therefore PT Dwi Aneka Jaya Kemasindo has make their preparation by having the very very huge factories that can accomodate 11 Offset Printing, 12 Automatic Diecut Machine and Hot Foil Stamping, Spot and Free UV Machine, 11 Folder Gluer, Cutting Machine, Laminating (Gloss and Matte). On the

